

Army Consolidates Microsoft® Software Purchases

Cynthia K. Dixon

BEST BUSINESS

PRACTICES



The Army's recently implemented Microsoft Enterprise License Agreement (MS ELA) consolidates software purchases, licenses and upgrades across the Army and will save the Army millions of dollars over the next 6 years. This contract results from an Office of the Army Chief Information Officer (CIO/G-6) initiative begun in 2001 to improve Army Enterprise Infostructure environment management and oversight.



SPC Philip Amiot, 82nd Airborne Division's Long Range Surveillance Detachment, uses an AN/PSC-5 Spitfire UHF Manpack Terminal and a laptop computer to send still images to satellites. Amiot is taking part in a live-fire exercise at a range outside of Bagram Airfield, Afghanistan. U.S. Army photo by SPC Jeremy Colvin, 55th Signal Co.

In May 2003, collaboration among the CIO/G-6, the Army Small Computer Program (ASCP), the Army Contracting Agency (ACA), the Information Technology E-Commerce and Commercial Contracting Center (ITEC4) and the Network Enterprise Technology Command (NETCOM) resulted in the award of an Enterprise Software Consolidation order (MS ELA) to Softmart® Government Services Inc.,

Downingtown, PA. The award was based on a best-value evaluation of offers from eight DOD Enterprise Software Initiative (ESI) vendors. The MS ELA is centrally funded for desktop and certain enterprise server software licenses, including upgrades.

The award, valued at \$471 million, allows for standardization of MS versions Armywide and provides the

Army with substantial cost avoidance over the contract period. The Army will get products at a 2003 price or less for the next 6 years. These product prices are expected to increase for other consumers over the same period as new MS software versions are introduced.

Benefits

In the past, each Army post, camp and station (or elements within) negotiated its own software licensing agreements. When a requirement made it necessary to move the Army to a different MS version, some organizations had funding to buy the new software versions and others did not. This meant that the Army was never on the same version, and in some cases, on a very old version. The new agreement allows the entire Army to migrate to the MS version that meets current requirements. With the MS ELA, all Army users are eligible to move to the latest approved MS software version. This award provides for operational deployments anywhere and anytime, enables Windows NT 4.0 replacement, provides means to active directory migration, lowers total cost of ownership, improves security environments, enables server consolidation and simplifies license tracking and budgetary planning.

The MS ELA covers all Active Army — military, civilian and contractors supporting Army programs — the Army Reserve (USAR) and the Army National Guard (ARNG) personnel. Joint organizations such as U.S. Central Command, and Army educational institutions, such as the U.S. Military

Academy and other Army.edu organizations, are not covered. Organizations contractually obligated under other MS software contracts will migrate to the MS ELA when that software contract ends.

Policies and Restrictions

A new Army policy issued in February 2004 establishes the Army's MS ELA software inventory as the single source for Army organizations to purchase or obtain MS products. This applies to the Active Army, the USAR and ARNG, ensuring the Army will not pay twice for MS software products.

How does this affect the purchase of desktops, laptops and servers? Desktops and laptops should be purchased with a basic operating system and servers should be purchased without an operating system (see the ASCP Web site at <https://ascp.monmouth.army.mil> for a list of authorized operating system (OS) versions). The operating system for servers, upgrades of OS for desktops and laptops and MS software applications will be provided to hardware vendors by Softmart. Army organizations are prohibited from procuring MS software products that are included on the Army ELA other than desktop and laptop initial OS from hardware vendors.

Software Categories and Prices

The MS ELA covers more than just Enhanced Desktop software. There are additional provisions for MS products used in business applications, such as MS Visio and Project. Requirements for these products must be programmed and funded by the requiring activity. All products include upgrades for 6 years. The price for available software varies among the categories listed below. A complete list of all software products is located at the ASCP Web site.

Category 1 — Enhanced Desktop Products

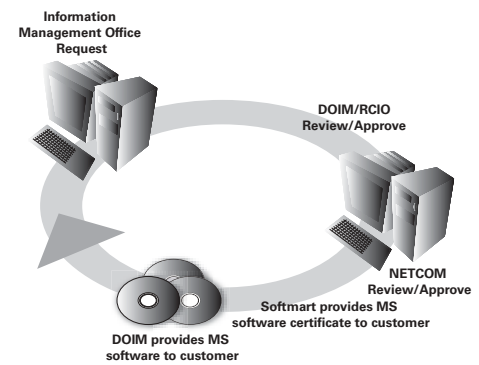
- Upgrade to OS.
- Office Professional (Word, Excel, PowerPoint, Access and Outlook).
- MS Publisher.
- Visio Viewer.
- Windows Client Access License (CAL).
- System Management Server (SMS) CAL.
- Exchange Server CAL.
- Sharepoint Portal Server CAL.
- Terminal Services CAL.

Category 2 — Functional Business Software Products

- FrontPage
- MapPoint
- Data Analyzer
- Visio Professional
- MS Project

Category 3 — Enterprise Server Software Products

- SQL Server.
- Exchange Server.
- Windows Server.
- BizTalk Server.
- Microsoft Operations Manager Operation and Application Management.
- Microsoft Developer Network (MSDN) Enterprise.
- Sharepoint Portal Server.
- SMS.



Software Ordering Process

To Order/Obtain Products

1. Login to ASCP it e-mart via Army Knowledge Online (AKO) (e-Commerce) or directly to <https://ascp.monmouth.army.mil/>.
2. Proceed to login via AKO mail account to Microsoft Enterprise License Request and complete ordering information.
3. Softmart processes form and approval.
4. Approvals are completed electronically by cross-referencing user data with the Authorized Distribution List consisting of Directorate of Information Management (DOIMs), Regional Chief Information Officers (RCIOs), Community of Interest Networks, and program executive offices for actual equipment fieldings.

MS ELA Contract Points of Contact

Contracting Officer

Robin Baldwin
Contracting Officer, ITEC4
(703) 325-3306 DSN 221-3306
Robin.Baldwin@us.army.mil

ASCP Ordering Process

Adelia Wardle
(732) 427-6793 DSN 987-6793
Adelia.Wardle@us.army.mil

Brad Allen
(732) 427-6788 DSN 987-6788
Bradley.Allen@us.army.mil

NETCOM (Technical)

William Kagawa
(520) 538-4042 DSN 879-4042
William.Kagawa@netcom.army.mil

CIO-G6 Management

Cynthia Dixon
(703) 602-7374 DSN 332-7374
Cynthia.Dixon@us.army.mil

Alfredo Guzman, NETCOM
(703) 604-3326 DSN 332-3326
Cellular (703) 477-4892
Alfredo.Guzman@us.army.mil



CPT Monica Sneed, Commander of Alpha Detachment, 126th Finance and Accounting Co., places a transaction into her computer at Bagram Airfield in support of *Operation Enduring Freedom*.

5. NETCOM is final approval authority for Category 3 purchases.

6. ITEC4 releases orders requiring customer funding once they have processed the order.
7. Softmart provides License Certificate Numbers via e-mail to the requester.

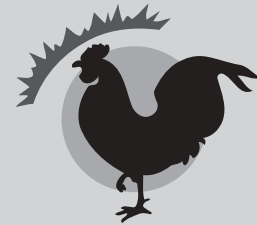
ASCP has posted information regarding the MS ELA to include a list of frequently asked questions on its Web site. Additional information is available on the AKO Knowledge Collaboration Center under Army CIO/G-6, NETCOM/9th Army Signal Corps, Enterprise Systems Technology Activity and ELA folder. A complete listing of all DOD ESI Agreements mandated by the

Defense Federal Acquisition Regulation Supplement (DFARS) Part 208 is provided on the DOD ESI Web site at <http://www.don-imit.navy.mil/esi/> and is definitely worth a visit. ASCP is the Army's appointed Software Product Manager for DOD ESI agreements.

CYNTHIA K. DIXON is an Information Management Specialist, CIO/G6. She holds a B.S. in computer information systems from Grambling State University and an M.S. in information systems from the University of Mary Hardin-Baylor.

What Can the Rooster Do for You?

Jaxon Teck



If your program hasn't already reached Milestone C, valuable logistics information required for decision making and useful ideas for a better product are now available.

But what do you ask for, so early in a program?

People may snicker when telling you there are only two phases to logistics analysis during acquisition — Phase I, it's too early to tell. Logistics analysis must wait until there is a design. Phase II, alas, it's now too late to change. The design is too far along to change economically.

If this scenario seems all too true, don't despair — help is on the way. Early logistics analyses are now deliberately funded by Milestone B (yes, Bravo) to reduce life-cycle costs.

In addition, some logistics issues require analysis *before* engaging in traditional efforts that improve maintainability and before optimizing support for a given design. You want a

range of estimated total costs for maintenance and supply to determine the affordability of the product. You also want to know which specific aspects will greatly reduce costs if given more design attention. Well, the Rooster knows!

RoosterLOG™ — The Early Voice of Logistics™

RoosterLOG logistics services from the Logistics Research and Engineering Directorate (LRED) at Picatinny Arsenal, NJ, achieved some innovative results. The following three examples show how to tackle early logistics analysis for make-or-buy decisions, competing architectures, design choices and even contractor-off-the-shelf alternatives,

perhaps with packaging improvements. Early logistics analysis is also useful for choices between competing companies or even between countries with similar equipment.

XM29 Rifle Logistics Cost Savings

XM29 Rifle support costs were cut in half before there was a design. At the beginning of the XM29 Rifle program, there were five different architectures for the integrated airburst weapon system including decisions concerning barrel design/configuration and fire control integrated into a single-shell housing (with lowest weight). This is how logistics analysis supported the architecture decision, before there was a design. Using innovative tactics, the log team:

- Changed the search for an exact number pertaining to a specific design,